

Message Text

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PAGE 01 STATE 017905
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COM/BIC/OIM/TBREWER (INFO)

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-----270154Z 057803 /71

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FM SECSTATE WASHDC

TO AMEMBASSY CARACAS PRIORITY

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E.O. 11652: N/A

TAGS: BENC, VE

SUBJECT: TRAVEL--STEPHEN M. CONGER, DIRECTOR, MAJOR
- EXPORT PROJECTS DIVISION, DEPT. OF COMMERCE

REF: CONGER-SWETT TELCON, JANUARY 20, 1977

1. (BEGIN UNCLASSIFIED) SUBJECT TRAVELER PLANS TO VISIT
VENEZUELA FEBRUARY 6-13. WILL ARRIVE CARACAS 1750 HRS.
FEBRUARY 6 VIA PA 445. WILL DEPART CARACAS 0930 HRS.
FEBRUARY 13 VIA PA 218. IT WOULD BE APPRECIATED IF
EMBASSY COULD RESERVE SINGLE-ROOM HOTEL ACCOMMODATIONS.
(END UNCLASSIFIED)

2. (BEGIN LOU) PURPOSE OF VISIT IS TO IMPROVE COMMERCE/
MAJOR EXPORT PROJECTS DIVISION (MEPD) GRASP OF PROBLEMS

CONFRONTING U.S. FIRMS BIDDING ON LARGE VENEZUELAN PROJECTS
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AND TO DISCUSS WITH COUNTRY TEAM POSSIBILITIES FOR USG
ACTIONS TO SUPPORT THESE FIRMS. OF SPECIAL INTEREST
ARE PROJECTS FOR WHICH CRUCIAL BID EVALUATIONS, OR CONTRACT
AWARDS APPEAR LIKELY OVER THE NEXT SEVERAL MONTHS--E.G.,
VENEZUELAN RAILROAD, CARACAS SUBWAY, CORPOZULIA. ALSO
OF CURRENT CONCERN ARE PROSPECTS FOR THE VENEZUELAN

PETROCHEMICAL EXPANSION AND REAPPRAISAL OF USG STRATEGY
FOR HELPING U.S. FIRMS MAXIMIZE THE EFFECTIVENESS OF
THEIR PURSUIT OF CONTRACTS IN THAT SECTOR.

3. IN ASSESSING THE PROSPECTS FOR U.S. FIRMS AND
DEVELOPING NEW SUPPORTIVE USG MEASURES TO ADVANCE THESE
INTERESTS IT WILL BE PARTICULARLY HELPFUL TO REASSESS
VENEZUELAN PROCUREMENT POLICIES, ATTITUDES AND
PROCEDURES, INCLUDING APPLICATION TO ROLES OF VENEZUELAN
FIRMS AND TO THIRD-COUNTRY COMPETITORS. TO THIS END,
SUBJECT TRAVELER WOULD LIKE TO MEET WITH RELEVANT

VENEZUELAN OFFICIALS, PROJECT DECISIONMAKERS, AND
VENEZUELAN REPS/AGENTS OF U.S. BIDDERS. OF COURSE,
MEETINGS WITH APPROPRIATE COUNTRY TEAM OFFICERS,
INCLUDING CONGEN MARACAIBO AND AID REPRESENTATIVES
WOULD BE ESSENTIAL.

4. BEFORE COMING TO VENEZUELAN CONGER WILL HAVE HELD
DISCUSSIONS WITH KEY EXECUTIVES OF MOST U.S. FIRMS
INVOLVED IN PROJECTS FOR WHICH CONTRACTS SEEM LIKELY
TO BE LET IN NEAR FUTURE --E.G., MCKEE, PULLMAN-STANDARD,
PULLMAN-SWINDELL, WESTINGHOUSE, BUDD, U.S. STEEL ENGINEERS,
PECOR, H. K. FERGUSEN, KOPPERS. HE WILL ALSO HAVE
CONTACTED B. F. GOODRICH AND OTHER FIRMS INTERESTED IN
PETROCHEMICAL DEVELOPMENT. (END LOU).

VANCE

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Message Attributes

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Sent Date: 26-Jan-1977 12:00:00 am
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Disposition Approved on Date:
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Subject: TRAVEL--STEPHEN M. CONGER, DIRECTOR, MAJOR - EXPORT PROJECTS DIVISION, DEPT. OF COMMERCE
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